

Opportunities in Sales Positions



The Unknown Salespeople

- ✿ Customer Service Representatives
- ✿ Professionals (Accountants, Financial Advisors, Insurance Agents, Consultants)
- ✿ Managers
- ✿ Entrepreneurs

Customer Service Reps

- ✿ Process Reservations/Orders
- ✿ Follow Ups
- ✿ Deliver Products
- ✿ Handle Customer Concerns/Questions
- ✿ Assists the Sales Representatives

Professionals

- ✿ Customers look to them more than the business
- ✿ Interpersonal Skills
- ✿ Experience Sales Training
- ✿ Team Selling with the Customer Service Representative



Entrepreneurs

- ✿ Sell their Business Plans to investors, banks, and others.
- ✿ Establish Customers to grow the business.
- ✿ Products do not sell themselves.

Managerial Personal

- ✿ Communicate Instructions and Ideas
- ✿ Consult and work with employees
- ✿ Sell themselves to gain trust from employees
- ✿ Interpersonal and Emotional IQ

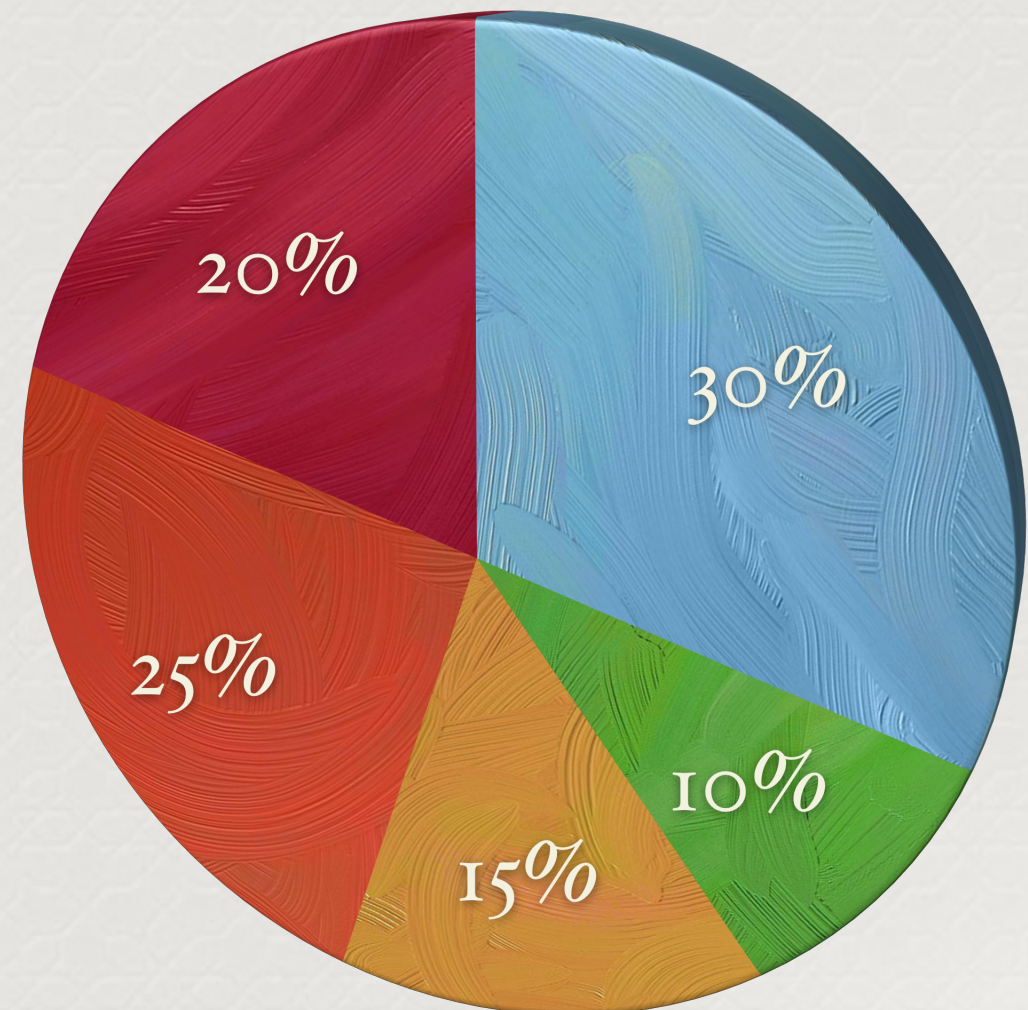
Typical Sales Positions

- ✦ Account Executive
- ✦ Account Representative
- ✦ Account Manager
- ✦ District Representative
- ✦ Sales Consultant
- ✦ Sales Associate
- ✦ Marketing Representative
- ✦ Territory Manager

Selling Activities

Typical Weekly Activities

- Face to Face Interaction
- Service Calls
- Administrative Tasks
- Phone Calls
- Traveling/Meetings



Benefits of a Sales Career

- **Income**

Salary, Commission, Salary Plus Commission, Draw, Hourly

- **Extrinsic/Intrinsic**

Extrinsic - Set your own schedule, work from home, travel, reimbursements,, benefits, recognitions.

Intrinsic - Solve problems, relationships, new products, learning, change of pace, educate and assist others.

- **Career Advancement/Skill Development**

Opportunities for Managerial/Leadership roles, experiences that connect with many different career opportunities.

Employment Opportunities

- **Service Business**

Financial, Advertising, Lodging/Hotel/Resort, Real Estate, Insurance, Business Services, Technology

- **Retail**

Any Merchandising Business

- **Wholesaler**

- Inside Salesperson - Processing Orders
- Outside Salesperson - Working with the Retailer directly, Advertising/Displays, Layouts, merchandising strategies.

- **Manufacturer**

Selling to Retailers, Wholesalers, Service, and other Manufacturers.

Learning to Sell

College and Universities

Classes, learning styles, current techniques, background.

Corporation/Business

- Online Trainings - Product Trainings - Product Expert
- Role Plays
- Sales Calls - Experienced Professionals
- Each business different - Presentation Skills, Goals
- Seminars